



2009

**Calendar of Events
May 11-16, 2009**

**SMALL BUSINESS WEEK
of Eastern Missouri, Inc.**



RELATED EVENTS PRIOR TO SMALL BUSINESS WEEK

Pre-Event #1: Missouri Venture Forum

Guest Speakers:

Russell Odegard and Michael Pruett,
Managing Partners, DYNALABS, LLC,
2009 Small Business Team of the Year.

Date: May 1, 2009

Time: 7:15 a.m. - 9:00 a.m.

Place: Missouri Athletic Club West
1777 Des Peres Road
Town and Country, MO 63131

Cost: \$40 for non-members

Sponsor: Missouri Venture Forum

RSVP: Register online at
www.missouriventureforum.org

Pre-Event #2: St. Louis Business Networking Breakfast

Join other small businesses and government buying office representatives to learn about business opportunities in your area. The network offers the opportunity to introduce your business to federal, state and local government agencies along with school districts and universities.

Date: May 7, 2009

Time: 7:15 a.m. - 8:45 a.m.

Place: JMRJ Catering (Heritage House
Cafeteria)
2800 Olive Boulevard
St. Louis, MO 63103
(Parking off Leffingwell Ave. in lot
behind building)

Cost: \$10.00 Pay at door to JMRJ Catering.
RSVP: andrea.johnson@techguardsecurity.com

RSVP by noon May 4, 2009 with your name, company name, phone number, and email to have your contact information included in an attendance list that will be distributed at the meeting.

BUSINESS EXPO EXHIBITION SPACE

- \$175 - 8'x 6' exhibition space that includes a 3'x 8' skirted table at the Exhibit Gala prior to the Awards Dinner
- \$350 - 16'x 6' exhibition space that includes two 3'x 8' skirted tables at the Exhibit Gala prior to the Awards Dinner

400+ Awards Dinner attendees visit the exhibit area. This is an excellent opportunity to showcase services and products. Purchase of exhibition space is available only to small businesses according to the SBA's definition of a small business and to Small Business Week Donors. To purchase space contact Steve Callow at 314-543-3448.

(Cost of Expo space does not include Awards Dinner.)

SMALL BUSINESS WEEK 2009 EVENTS

Please make reservations
after each individual event
FOR INFORMATION

MONDAY MAY 11, 2009

SESSION 1*: Salute to Small Business Lenders & Hall-of- Fame Kick-Off Networking Breakfast

Join us in expressing appreciation to the financial institutions that support small business in our community.

Time: 7:30 a.m. - 9:00 a.m.

Place: Doubletree Hotel
& Conference Center -
Chesterfield
16625 Swingley Ridge Rd.
(I-64 W/US-40 W to exit 19A
Chesterfield Pkwy West)
Chesterfield, MO 63017
Cost: \$25, Free parking
Sponsor: Small Business
Administration
RSVP: Online Reservations at
www.smallbusinessweekstl.org

SESSION 2: The Secrets for Getting Financing for Your Small Business

Panel discussion with lenders including Justine Petersen, U.S. Bank, National City, Southwest Bank and Wells Fargo. Panelists will respond to questions to help small business borrowers stand out from other applicants to increase their chances of getting a loan for their business.

Time: 1:00 p.m. - 2:30 p.m.

Place: Justine Petersen
1023 North Grand Blvd.
St. Louis, MO 63106

Cost: FREE

Sponsor: Justine Petersen

RSVP: Temeshia Qualls
314-533-2411, Ext. 139

SESSION 3: NAWBO Happy Hour to Honor the Women Winners

Network with women business owners. Enjoy an evening of food and fun as we honor NAWBO's Partner and Member of the Year.

Time: 5:30 p.m. - 8:00 p.m.

Place: SqWires Restaurant &
Market
Annex/Banquet Center
1415 South 18th Street
Historic LaFayette Square
St. Louis, MO 63104

Cost: \$25

Sponsor: NAWBO - St. Louis

RSVP: 314-791-0333 or

Online Reservations at www.smallbusinessweekstl.org

TUESDAY MAY 12, 2009

SESSION 4: Do's and Don'ts of Hiring & Firing

HR tips for the small business person to make the right hiring decisions and avoid pitfalls.

Guest Speaker: Dianne Muccigrosso, J.D.
Director, H.R. Consulting,
General Counsel

AAIM Management Association

Topic: Essential training on

- How to Avoid HR Pitfalls
- Your Legal Obligations
- How "At Will" Employment Works
- What You Can Ask in an Interview

Tour of Enterprise Center and small business resources following the presentation.

Time: 2:00 p.m. - 4:00 p.m.

Place: St. Louis Enterprise
Centers—West County
743 Spirit 40 Park Drive
Chesterfield, MO 63005

Cost: FREE

Sponsor: AAIM Management
Association

RSVP: Margaret Fite
314-968-5360 or
www.aaimtrain.org/smallbiz

SESSION 5: SBA Loans: Keys to Your Financial Success

Participants will have an opportunity to become familiar with the SBA loan programs, requirements and what constitutes a successful loan application. Guest speakers will include small business loan officers.

Time: 5:00 p.m. - 7:00 p.m.

Place: 100 North Tucker
1st Floor Conference Room
St. Louis, MO 63101

Cost: FREE

Sponsor: Missouri Small
Business Development Center

RSVP: Registration <http://missouri.eccenterdirect.com/ConferenceList.asp> or Lynette Oliver 314-241-1511 beckld@missouri.edu

WEDNESDAY MAY 13, 2009

SESSION 6: U.S. Army Corps of Engineers, St. Louis District "HELP WANTED - Building a Strong Team for a Better Tomorrow"

This session is designed to provide an open forum to discuss various opportunities to encourage all small businesses to unite in a combined effort toward helping U.S. Army Corps of Engineers (St. Louis District) accomplish its small business goal endeavors. Come and be a part of project expansion and growth development throughout the St. Louis metropolitan area.

Time: 8:00 a.m. - 12:00 noon

Place: Robert A. Young Federal
Building
1222 Spruce Street
2nd Floor Auditorium
St. Louis, MO 63103

Cost: FREE

Sponsor: U.S. Army Corps of
Engineers, St. Louis District
Office

RSVP: Online Reservations at
www.smallbusinessweekstl.org

SESSION 7: Exporting for Growth and Profit: A Primer

All facets of exporting to include: finding foreign customers, shipping of goods, financing exports, and documentation needed to export will be discussed.

Time: 8:30 a.m. - 11:30 a.m.

Place: World Trade Center
St. Louis

121 South Meramec,
10th Floor, Room 1012/13
St. Louis, MO 63105

Sponsor: World Trade Center
St. Louis

Cost: \$10 for seminar, Parking
extra on street or nearby
garages

RSVP: Online reservations at
www.worldtradecenter-stl.com
or call 314-615-8141

SESSION 8: Valuation: History and Methods

A review of valuations of early stage tech-companies, including history of

ervations for these events by following the RSVP instructions shown usually listed Session. Reservations by Monday, May 4, 2009.
OR REGISTRATION BY PHONE: CALL 314-746-WEEK (9335)

benchmarks, deals done, methodologies and some look into the future.

Time: 2:00 p.m. - 5:00 p.m. Presentations

5:00 p.m. - 6:00 p.m. Happy Hour

Place: Center for Emerging Technologies

4041 Forest Park Ave.
St. Louis, MO 63108

Cost: \$25 - Check or Cash only

Sponsor: Center for Emerging Technologies

RSVP: CET_Programs@emergingtech.org or 314-615-6915

SESSION 9: Business After Hours: Building a Region of Entrepreneurs

The small business community and supporters are invited to this Small Business Week premiere networking event. Refreshments will be served. Parking available in the Laclede Garage.

Time: 5:30 p.m. - 8:00 p.m.

Place: Saint Louis University Campus
DuBourg Hall, Grand Hall Room 409

221 North Grand Blvd.
St. Louis, MO 63103

Cost: \$25, Parking extra

Sponsor: Saint Louis University

RSVP: Online Reservations at www.smallbusinessweekstl.org or Jeanne Rhodes 314-977-3850 or ecenter@slu.edu, <http://eweb.slu.edu>

THURSDAY MAY 14, 2009

SESSION 10: Home-Based Small Business Breakfast

Guest Speaker: Mary Kausch, President of HRetc!!
Topic: "Communicating Across the Ages." For the first time ever, there are four generations working side-by-side.

Attendees will gain valuable information on communicating across generations and will learn how to appreciate the wisdom of each generation.

Time: Registration begins 8:00 a.m.; Breakfast & Program

9:00 a.m. - 11:00 a.m.

Place: Orlando Gardens Banquet Center

2050 Dorsett Village
Maryland Heights, MO 63043

Sponsor: Association of Home-Based Women Entrepreneurs

Cost: \$25

RSVP: Online Reservations at www.smallbusinessweekstl.org

SESSION 11: Government Marketing Fundamentals

This seminar breaks down the government marketing process into smaller segments to explain the different levels of government and how to pinpoint government markets applicable to your business. If you are considering or presently doing business with the government, you will not want to miss this presentation. Pre-registration required.

Time: 9:00 a.m. - 12:00 noon

Place: 100 North Tucker
Downstairs Auditorium
St. Louis, MO 63101

Cost: \$50 (subject to change)

Sponsor: MO PTAC

RSVP: Rich Fyke 314-621-7280 or fyker@missouri.edu

SESSION 12: Veterans Business Resource Center - Cashing in on Insiders Tips to Government Contracting

A panel of business owners and procurement officers shares tips and tricks on how to apply for and receive state and local government contracts that can elevate your business.

Time: 1:00 p.m. - 2:30 p.m.

Place: 4236 Lindell Blvd., Suite 102
St. Louis, MO 63108

Cost: FREE

Sponsor: Veterans Business Resource Center

RSVP: Online Reservations at www.smallbusinessweekstl.org or 314-531-VETS (8387)

SESSION 13*: Annual SBA Exhibit Gala

Network with our nominees, award winners and small businesses in a relaxed tradeshow atmosphere.

Time: 4:30 p.m. - 6:15 p.m.

Place: Doubletree Hotel

& Conference Center - Chesterfield
16625 Swingley Ridge Rd.
(I-64 W/US-40 W to exit 19A
Chesterfield Pkwy West)
Chesterfield, MO 63017

Cost: FREE, Free parking

Sponsor: Small Business Administration

RSVP: Online Reservations at www.smallbusinessweekstl.org

SESSION 14*: Annual SBA Awards Dinner

Enjoy a superb dinner and salute the success of the 2009 Small Business Week award winners.

Time: 6:15 p.m. - 9:00 p.m.

Place: Doubletree Hotel & Conference Center - Chesterfield
16625 Swingley Ridge Rd.
(I-64 W/US-40 W to exit 19A
Chesterfield Pkwy West)
Chesterfield, MO 63017

Cost: \$45, Free parking

Sponsor: Small Business Administration

RSVP: Online Reservations at www.smallbusinessweekstl.org

SATURDAY MAY 16, 2009

SESSION 15: SCORE: How to Start and Manage Your Own Business

A one-day seminar to acquaint prospective and active business owners with the planning needed to start and manage their own business. Volunteers of the SCORE Association conduct this professional seminar.

Time: 8:15 a.m. - 3:30 p.m.

Place: St. Louis Community College at Meramec
11333 Big Bend Blvd.
Building S0, Room 105
St. Louis, MO 63122

Cost: \$50 (includes manual and seminar materials)
Attendees should bring a sack lunch.

Sponsor: SCORE Association

RSVP: Online Reservations at www.stlscore.org or 314-539-6600 ext. 242 or 243

THANK YOU TO OUR DONORS!

GOLD LEVEL:

SBTV.com

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Quick Tax & Accounting
St. Louis County Economic Council
Summit Financial Resources, L.P.
TechGuard Security

2009 SMALL BUSINESS WEEK WINNERS

Small Business Team of the Year

Russell Odegard and E. Michael Pruett,
Managing Partners
DYNALABS, LLC

SBA Young Entrepreneur of the Year

Karen Banks, Chief Executive Officer/Senior Planner
Details, Details, Details, Inc.

Women in Business Champion of the Year

Annetta M. Vickers, President
T.A.B. Company, Inc.

Veteran Small Business Champion

Darcella Craven, Executive Director
St. Louis Veterans Business Resource Center

Small Business Journalist of the Year

Susan Wilson Solovic, Chief Executive Officer
SBTV.com

Minority Small Business Champion of the Year

Eddie G. Davis, Director, CAAAB
St. Louis Black Leadership Roundtable

Home Based Business Champion of the Year

Jeanine Clontz, President
Accurate Business Services

Financial Services Champion of the Year

Stephen R. Callow, Senior Vice President and Regional
Small Business Banking Manager
Southwest Bank, an M&I Bank

RESERVATIONS BY MONDAY, MAY 4, 2009

Online Reservations available at www.smallbusinessweekstl.org.
Please see specific RSVP instructions listed after each Session.

NAME	COMPANY	
ADDRESS		
CITY	STATE	ZIP
PHONE	FAX	
NAME YOU WANT TO APPEAR ON BADGE		

Session	Date	Description	Cost	#People	Total
Session 1	Mon, May 11	Kick-Off Networking Breakfast	\$25	_____	_____
Session 3	Mon, May 11	NAWBO Happy Hour	\$25	_____	_____
Session 6	Wed, May 13	U.S. Army Corp of Engineers Help Wanted	Free	_____	_____
Session 9	Wed, May 13	SLU Business After Hours	\$25	_____	_____
Session 10	Thurs, May 14	Home-Based Small Business Breakfast	\$25	_____	_____
Session 12	Thurs, May 14	Veterans Business Resource Center	Free	_____	_____
Session 13	Thurs, May 14	Annual SBA Exhibit Gala	Free	_____	_____
Session 14	Thurs, May 14	Annual SBA Awards Dinner	\$45	_____	_____

If session is not listed above, please see RSVP information shown after each session on the inside of this brochure.

For multiple registrants, please attach a separate sheet. List each name individually, grouped by event. No refunds for cancellations less than three business days prior to event. PROGRAMS SUBJECT TO CHANGE.

FOR CREDIT CARD PAYMENTS

Online Reservations at www.smallbusinessweekstl.org
OR FAX FILLED OUT FORMS
with credit card information to: 314-851-0939

VISA OR MASTERCARD ONLY, please check one. ☐ Visa ☐ Mastercard

ACCOUNT #

EXPIRATION LAST 3 DIGITS ON BACK OF CARD

PRINT NAME ON CARD

SIGNATURE

FOR CHECK PAYMENTS

Send your check with a completed copy of this form by May 4, 2009 to: Joe Stock (SBW Treasurer), BizCapital, PO Box 545, St. Louis, MO 63188.

Make check payable to:

Small Business Week of Eastern Missouri, Inc.

Additional registration forms may be found at www.smallbusinessweekstl.org and/or www.sba.gov/mo/stlouis or can be faxed to you from 314-851-0945. You must call from your fax machine and follow the recorded instructions. Remain on the line and a brochure and registration form will immediately be sent to that fax machine.

* These events are cosponsored by the U.S. Small Business Administration and support given by the U.S. Small Business Administration to this activity does not constitute an express or implied endorsement of any cosponsors or participant's opinions, products or services. All SBA programs or cosponsored programs are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made, if requested at least two weeks in advance. Contact SBA, 200 North Broadway, Suite 1500, St. Louis, MO 63102, 314-539-6600. Authorization No. #09-0768-39.

FOR INFORMATION OR REGISTRATION BY PHONE: CALL 314-746-WEEK (9335)

